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DYNAMIC PRODUCTS IN THE EXPORTS OF MANUFACTURED GOODS FROM
DEVELOPING COUNTRIES TO DEVELOPED MARKET-ECONOMY
COUNTRIES, 1970 TO 1976

A statistical note by the UNCTAD secretariat

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Introduction

1. The present statistical note examines the changes between 1970 and 1976 in developing countries' exports of 422 manufactured products (SITC 4-digit sub-groups) to developed market-economy countries. ^{1/}
2. The note seeks answers to three questions: (a) did the developing countries' export structures in 1970 (initial export structure) consist overwhelmingly of dynamic or of relatively stagnant products? (the comparison between the hypothetical and actual export growth yields a measure of the relative "competitiveness" of the individual developing countries); (b) which of the 422 products contributed most to the growth of developing countries' exports of manufactures to the developed market-economy countries between 1970 and 1976? and (c) to what extent did the initial market share affect the export growth of the 422 products?

I. Dynamic manufactured products in world trade and in developing countries' exports

3. It should be noted that the analysis is based on trade data expressed in current United States dollars. Between 1970 and 1976 the United Nations unit value index of manufactured exports from developed market-economy countries nearly doubled in terms of United States dollars. Price changes for individual products obviously differed substantially from that average. It is not, however, possible to take into account such changes in relative prices. For the purposes of the present study therefore, fast export growth involves an unknown combination of volume change and price increase.
4. In the first approach, the 422 products were listed in descending order according to the change between 1970 and 1976 in imports from world into the developed market-economy countries, and then divided into five classes of about equal number of products. As can be seen from table 1, dynamic products (class I) accounted for a larger proportion of the developed market-economy countries' imports from developing countries than of their imports from world. On the other hand, "stagnant" products (class V) also accounted for a larger proportion of the developed countries' imports from developing countries than from the world. If in each dynamic class developing countries had increased exports to the developed market-economy countries at the same rate as the latter group of countries increased imports from the world, then that growth would have been 2.7 times, compared with the actual increase by four times of developing countries' exports to the developed countries.

^{1/} The sum of the 422 products corresponds closely to the Total A according to the UNCTAD definition. Hence petroleum products and unwrought non-ferrous metals are excluded from the analysis. For a definition of the term "Total A", see "Recent trends and developments in trade in manufactures and semi-manufactures of developing countries and territories: 1977 Review" (TD/B/C.2/190), annex.

Table 1

Imports of manufactured products into developed market-economy countries from world and from developing countries in 1970 and 1976, classified according to percentage change between 1970 and 1976 of imports from world

Dynamic class	No. of products in class	Percentage value of trade in each class				Increase in imports 1970 to 1976 a/		Ratio between (B) and (A)
		DMEC imports from world		DMEC imports from DC		From world	From DC	
		1970	1976	1970	1976			
I	85	15.5	22.2	22.7	32.8	(A) 3.9	(B) 5.9	1.5
II	85	30.0	33.8	26.2	33.5	3.1	5.1	1.7
III	85	18.3	17.5	16.1	15.0	2.6	3.8	1.4
IV	84	19.1	15.9	13.8	9.7	2.3	2.8	1.2
V	83	17.1	10.6	21.2	9.0	1.7	1.7	1.0
Total	422	100.0	100.0	100.0	100.0	2.7	4.0	1.5

Source: Special tabulations by the UNCTAD secretariat.

a/ Import value in 1976 as a multiple of import value in 1970.

Note: For the product composition of the five dynamic classes, see table 3.

5. The initial export structures of individual developing countries differed considerably, as did also their actual export performances. Table 2 shows the hypothetical and actual export growth between 1970 and 1976 for 19 individual developing countries and territories and for all the others divided into four geographic groupings. The most favourable initial export structure - in the light of the subsequent import growth into the developed market-economy countries - was held by Iran, Colombia, Hong Kong and Thailand, while the least favourable export structure was held by Argentina, Ghana, India and "Other Africa". The latter four at the same time experienced below-average actual export growth and it is safe to conclude that the initial concentration on relatively slow-growing products partly explains their below-average export performance.

6. However, there is no general correlation between initial export structure and export performance: while in about one half of the countries actual export performance was relatively close to what could have been expected from the initial export structure, in the other half export growth was quite independent of the initial export structure. The latter were the newcomers in this trade; in descending order of actual export growth (which corresponds to the order of the ratio between actual and hypothetical growth) they were: Thailand, Singapore, Republic of Korea, Indonesia, Malaysia, Middle East, Brazil, Tunisia, Philippines, Mexico and Colombia. It should be observed that major exporters of manufactures such as Hong Kong, Yugoslavia and India increased their exports only in line with what could have been expected from their initial export structure and they did not therefore on average increase their shares of the developed market-economy countries' imports from world; reduced market shares for some products were offset by increased market shares for others.

7. In the present note it has not been possible to investigate the detailed export structure of the individual developing countries. The initial export structure is analysed only from the shares of the five dynamic classes. The product composition of the five dynamic classes is shown in table 3 by SITC sections (one-digit), together with the number of products in which the developing countries' initial market share was above 10 per cent. From that table it can be seen that there is a majority of "dynamic" products (Class I + II) compared with "stagnant" products (Class IV + V), particularly in the SITC sections 1, 8 and 5. Table 3 also shows that there were relatively few dynamic products in SITC 6 (including SITC 65: textiles) and in SITC 2 (semi-processed materials), product groups in which many developing countries have a big stake.

8. Table 4 shows that the developing countries on average had a higher market share (percentage share of developing countries in imports of manufactures from world into developed market-economy countries) in the most dynamic class than on average for all manufactures both in 1970 and in 1976. This holds for all the developed markets specified in the table, except for France and Italy in 1970 and for France in 1976. In the United States of America and Japan the developing countries' market shares in the most dynamic class of manufactures increased between 1970 and 1976 respectively from 18 per cent to 27 per cent and from 7 per cent to 21 per cent. These changes and high levels of the market shares

Table 2

Hypothetical and actual increase - 1976 value divided
by 1970 value - in exports of manufactures from
individual developing countries to developed
market-economy countries between 1970 and 1976

A = The increase that would have occurred if a country's exports in each dynamic class increased in line with imports into developed market-economy countries.

B = Actual increase of exports.

C = Ratio between B and A.

Country or territory	A	B	C
Iran	3.7	2.8	0.8
Colombia	3.3	4.9	1.5
Hong Kong	3.1	3.2	1.0
Thailand	3.0	12.7	4.3
Malaysia	2.9	7.1	2.4
Singapore	2.9	11.5	4.0
Mexico	2.8	4.8	1.7
Yugoslavia	2.8	3.0	1.0
Israel	2.7	3.1	1.1
Philippines	2.7	4.8	1.8
Korea, Rep. of	2.7	9.9	3.7
Tunisia	2.7	5.9	2.2
Other Asia	2.7	2.6	1.0
Morocco	2.7	3.2	1.2
Indonesia	2.7	7.9	3.0
Brazil	2.6	6.2	2.3
Middle East	2.6	6.2	2.4
Ivory Coast	2.6	3.7	1.6
Other America	2.6	2.8	1.1
Other Africa	2.5	1.7	0.7
India	2.4	2.7	1.1
Ghana	2.3	2.1	0.9
Argentina	2.1	2.2	1.0
Total developing countries and territories	2.8	4.0	1.5

Source: Special tabulations by the UNCTAD secretariat.

Table 3

The 422 manufactured products classified according
to SITC section and dynamic class

(Within brackets the number of products for which
in 1970 the developing countries' market share
was above 10 per cent)

SITC section	Description	Number of products in dynamic class					
		I	II	III	IV	V	Total
0+4	Processed food, oils and fats	8(3)	6(1)	6(2)	6(5)	8(5)	34(16)
1	Beverages and tobacco manuf.	1	5	-	1	1	8
2	Selected processed materials	1	2	3(2)	5	6	17(2)
5	Chemicals	14(1)	13(2)	18(2)	11(2)	6(2)	62(9)
6	Manufactures classified by material	23(7)	30(5)	30(5)	41(6)	42(5)	166(28)
7	Machinery and transport equip.	19(1)	17(2)	15	11	16(2)	78(5)
8	Miscellaneous manufactured articles	12(4)	12(4)	13(2)	9(1)	4(1)	57(12)
Total:	Total of selected manufactures	85(16)	85(14)	85(13)	84(14)	73(15)	422(72)
65	of which: textiles	6(4)	4(1)	6(2)	6(1)	14(4)	36(12)

Source: Special tabulations by the UNCTAD secretariat.

Table 4

Percentage share of developing countries in total imports
of manufactures into developed market-economy countries
by dynamic class a/, 1970 and 1976

Importing country	I		II		III		IV		V		Total	
	1970	1976	1970	1976	1970	1976	1970	1976	1970	1976	1970	1976
Japan	7.2	21.1	8.6	20.5	6.1	17.6	4.7	13.2	7.9	13.5	7.0	18.0
United States	18.4	27.3	7.6	14.7	9.6	15.8	8.0	10.7	16.7	16.0	10.7	16.7
United Kingdom	13.2	13.2	9.9	8.6	9.3	8.3	4.1	4.8	6.9	6.5	8.2	8.5
Australia	5.6	10.7	4.3	8.2	2.3	4.8	3.1	7.3	6.4	7.4	4.2	8.0
Germany, Fed. Rep.	9.7	14.0	4.2	7.2	3.3	4.4	2.4	3.8	4.4	4.5	4.7	7.5
Italy	3.6	6.6	4.5	6.5	2.7	5.1	3.5	3.2	5.2	5.5	3.9	5.5
France	2.3	3.7	4.5	6.0	2.9	3.6	6.6	3.1	4.3	3.8	4.3	4.3
Sweden	4.6	8.3	3.4	3.7	2.3	2.7	1.1	1.5	2.4	2.5	2.8	4.1
Netherlands	2.3	5.7	2.1	4.1	2.7	3.1	1.4	2.4	1.8	2.7	2.1	3.9
Canada	3.4	6.5	0.9	2.7	1.8	2.7	1.1	2.1	3.6	4.7	1.8	3.5
Other DMEC	2.7	9.4	1.7	2.4	2.7	2.8	1.1	1.8	2.2	2.3	2.0	2.8
Total:	7.5	11.1	4.5	7.5	4.5	6.5	3.7	4.6	6.3	6.4	5.1	7.5

Source: Special tabulations by the UNCTAD secretariat.

a/ For the definition of dynamic classes see text and tables 1 and 3.

reflect to a large extent the shift of certain labour-intensive operations to developing countries. In the Federal Republic of Germany, the United Kingdom and Australia the share of developing countries in imports of the most dynamic class was also very high. In the United Kingdom, however, that share did not change between 1970 and 1976.

II. Major manufactured products exported by developing countries

9. As shown above, the value of developing countries' exports of manufactures to the developed market-economy countries increased four times between 1970 and 1976, or from \$6.9 billion to \$27.9 billion - an increment of almost \$21 billion. Fifty of the 422 products accounted for 79 per cent of this increment. These 50 products are shown in table 5 in descending order according to the value increment. It is observed that for 44 of them the market share increased between 1970 and 1976. The six exceptions were: knotted carpets (which would explain the low export performance of Iran); grey cotton fabrics; articles of plastics; inorganic bases (which includes alumina); meat preparations (which would explain Argentina's poor export performance); and ships.

10. An inspection of table 5 reveals the very substantial comparative advantages that developing countries possess in a number of resource-based finished and semi-finished manufactures as well as in an increasing number of labour-intensive manufactures. In resource-based products (processed cocoa, processed coffee, non-coniferous lumber, leather, jewellery, etc.) developing countries not only held initially high market shares but also succeeded in raising them. In labour-intensive products (such as clothing, electronics, precision instruments) developing countries increased their market shares substantially. For some of the products listed in table 5 the developing countries' market shares remain, however, rather small despite a strong lift in relative terms. It is only natural that such market shares should continue to increase in the future. Some of the products in which the developing countries already have very high market shares have recently been subject to growing import restrictions in the developed market-economy countries.

11. The 50 major products listed in table 5 accounted for 30 per cent of the developed market-economy countries' imports of manufactures from world in 1970 and for 33 per cent in 1976. They accounted, however, for 63 per cent of the developing countries' exports of manufactures to the developed market-economy countries in 1970 and for 75 per cent in 1976. Hence the share of developing countries in total imports into the developed countries of these 50 products increased from 10.8 per cent in 1970 to 17.1 per cent in 1976. The 50 major products thus constitute the major manufactured exports from the developing countries; they are the most dynamic products and they have on average the highest market shares in the developed countries. It is consequently of interest to show the share of these 50 products in the total exports of manufactures from individual developing countries to developed market-economy countries.

12. Table 6 shows the share of the 50 major products in total exports of manufactures from individual developing countries (or groups of developing countries) to the developed market-economy countries in 1970 and 1976, as well as the share of the 50 major products in the increment between 1970 and 1976. The

Table 5

The 50 products which contributed most to the increase between 1970 and 1976 of developing countries' exports of manufactures to developed market-economy countries

SITC code	Description	Growth rate: 1976 export value as multiple of 1970 export value	Value increment: 1976 export value less 1970 export value (Mill.dollars)	Market share: percentage share of DC in DMEC imports from world of product	
				1970	1976
(1)	(2)	(3)	(4)	(5)	(6)
8411	Textile clothes, not knitted	6.5	3027.3	27	43
8414	Clothing accessories, knitted	4.8	1708.5	21	33
7293	Transistors, valves, etc.	7.8	1065.5	12	27
8510	Footwear	7.5	752.3	8	18
2433	Lumber shaped, non-coniferous	3.5	594.3	56	64
7242	Radio broadcast receivers	6.9	561.1	11	24
7249	Telecommun.equipment, n.e.s.	9.5	444.2	3	9
8413	Leather clothes	9.7	410.7	22	46
6715	Other ferro-alloys	4.4	356.2	21	29
6575	Carpets etc., knotted	3.1	345.6	83	76
8942	Toys, indoor games	3.0	336.5	23	27
6522	Woven cotton bleached	6.4	330.5	9	17
8310	Travel goods, handbags	6.4	326.6	22	35
6312	Plywood	2.9	317.7	29	37
6521	Grey woven cotton fabrics	2.7	311.4	52	49
8641	Watches, movements, cases	34.6	290.3	2	22
0723	Cocoa butter and paste	3.2	239.5	51	58
6114	Leather bovine n.e.s. equine	4.5	212.7	32	36
6119	Leather, n.e.s.	3.3	209.4	33	44
8930	Articles of plastics	3.1	209.3	11	10
7328	Motor vehicle parts	10.8	206.7	0	1
7222	Switchgear	11.1	200.3	1	6
8210	Furniture	4.6	193.5	5	6
6513	Grey cotton yarn	4.9	193.4	26	30
0320	Fish, tinned	3.4	192.1	16	22
7299	Other electrical machinery	4.7	185.3	5	10
7115	Piston engines, non-air	9.7	183.9	1	3
0713	Coffee essences, extracts	4.7	183.8	35	47
7142	Accounting machines, computers	26.2	183.8	1	15
7221	Electric power machinery	9.3	182.2	2	7
8412	Clothing accessories, non-knitted	4.0	181.9	21	31
5136	Inorganic bases (incl. alumina)	1.8	176.0	29	21
6841	Aluminium alloys	2.5	172.7	9	13
6569	Other textile products	4.4	170.0	17	22
8911	Sound recorders etc.	40.8	165.8	0	7
0138	Meat prepared	1.8	157.5	28	25
0535	Fruit juices	3.1	148.0	31	37
6531	Silk fabrics	4.7	142.5	30	52
6535	Woven synthetic fabrics	7.6	141.6	3	7
7250	Domestic electrical equipment	14.7	134.2	1	4
8420	Fur clothes	18.3	122.2	7	25
8971	Real jewellery	9.2	115.0	6	15
7149	Office machines n.e.s.	3.4	114.6	3	6
8944	Other sporting goods	6.8	113.1	6	13
7241	Television receivers	6.0	98.8	3	4
7353	Ships and boats	3.2	97.8	4	3
6511	Silk yarn and threads	52.7	94.1	10	66
6516	Yarn of synthetic fibres	6.3	86.8	1	4
0555	Vegetables preserved	3.9	84.7	6	9
8972	Imitation jewellery	4.1	83.3	28	35

Table 6

The contribution of individual developing countries to the
increase in total exports of manufactures from developing
countries to developed market-economy countries
1970 to 1976 and the contribution of 50
major products to the increase

(Percentages)

Exporting country or territory	Share of country in increment 1970-1976 in DC exports of manufactures to MEEC	Share of 50 major products in exports to MEEC		Share of 50 products in country's export increment
		1970	1976	
Korea, Rep. of	22.1	71	81	82
Hong Kong	18.4	69	89	93
Mexico	8.2	54	65	68
Brazil	7.9	54	71	74
Singapore	6.2	77	75	75
Yugoslavia	5.4	54	62	67
Other America	4.8	57	68	75
Malaysia	4.2	76	86	88
India	4.0	38	68	86
Other Asia	2.8	59	81	95
Philippines	2.5	61	69	71
Israel	1.9	56	48	44
Thailand	1.8	35	62	65
Other Africa	1.5	43	61	84
Argentina	1.4	66	65	64
Iran	1.2	89	78	72
Middle East	1.0	24	44	48
Morocco	0.9	60	70	75
Tunisia	0.9	22	63	72
Ivory Coast	0.8	74	75	75
Colombia	0.7	65	76	79
Indonesia	0.6	30	69	75
Ghana	0.6	28	26	95
Total	100.0	63	75	79

Source: Special tabulations by the UNCTAD secretariat.

developing countries are in that table listed in descending order according to their share in the increment in the exports of all manufactures from developing countries to the developed market-economy countries between 1970 and 1976. It is of interest to note that export growth in Ghana, "other Asia" and Hong Kong was almost exclusively in the 50 major products, but that in Israel and the Middle East the 50 major products contributed less than one half of export growth. It is also significant that in countries like India, Thailand, "other Africa", Tunisia and Indonesia, the 50 major products accounted for the greater proportion of the export growth, even if the share of these products was relatively low in 1970.

13. In table 7 the export performance of the developing countries in the 50 major products (as defined in table 5) is shown for the individual developed import markets. It is indeed remarkable that in Japan and the United States of America developing countries in 1976 accounted for respectively 37 per cent and 31 per cent of total imports of the 50 products, that in all developed market-economy countries the market share of developing countries increased more or less steeply for these 50 major products, but that for all other manufactured products the developing countries' market share hardly changed between 1970 and 1976: reduced market shares for these 372 other products in the United Kingdom and France being offset by increased market shares, particularly in Japan, the United States of America and Australia.

III. Market shares of developing countries in imports of 422 manufactured products from world into developed market-economy countries

14. Despite the fast growth of developing countries' exports of manufactures to the developed market-economy countries in recent years, these export gains remain heavily concentrated on a few countries and a few products. A handful of developing countries accounted for as much as 63 per cent of the increase between 1970 and 1976 (see table 6), while 50 products out of 422 accounted for 79 per cent of the total increment; the 10 top-ranking products alone accounted for 44 per cent. Hence, the great majority of the developing countries have so far not been able to build up a substantial export trade in manufactures, and the developing countries taken as a whole have so far not been able to penetrate the markets of developed market-economy countries for the great majority of the manufactured products imported by the developed countries.

15. Table 8 shows that in 1970 the developing countries' share in the total imports into developed market-economy countries was at most 5 per cent in 321 products (out of the total of 422 products). These products accounted for 80 per cent of total imports of manufactures into the developed market-economy countries in 1970 and for 79 per cent in 1976. The developing countries' market share for these 321 products on the average doubled but, at 2.6 per cent in 1976, remained extremely low. This increase in the average market share followed from the fact that for 88 of the 321 products the developing countries' market share increased, while it declined for 15 products and remained unchanged for 218 products. (It should be noted that changes in market shares here means moving from one class to another.)

Table 7

Percentage share of developing countries in total imports
of 50 major manufactured products and of the other 372
products into developed market-economy countries,
1970 and 1976

Importing country	All manufactures (422 products)		50 major products		372 other products	
	1970	1976	1970	1976	1970	1976
Japan	7.0	18.0	12.9	37.1	4.9	8.6
United States	10.7	16.7	19.8	31.4	5.6	6.3
United Kingdom	8.2	8.5	17.8	22.2	3.9	3.0
Australia	4.2	8.0	8.7	17.7	2.7	3.6
Germany, Fed.Rep.	4.7	7.5	10.3	17.4	2.2	2.5
Italy	3.9	5.5	9.3	14.9	2.5	2.5
France	4.3	4.3	8.8	11.1	2.9	1.8
Sweden	2.8	4.1	6.6	10.7	0.9	0.9
Netherlands	2.1	3.9	4.5	9.6	1.1	1.3
Canada	1.8	3.5	3.1	7.5	1.2	1.3
Others	2.0	2.8	4.6	6.1	1.0	1.2
Total DMEC	5.1	7.5	10.8	17.1	2.7	2.8

Source: Special tabulations by the UNCTAD secretariat.

Imports of 422 manufactured products into developed countries in 1970 and 1976 classified by development

Values in million current

Market share in 1970 (per cent)	Description	Market share								
		0			1 - 5			6 - 10		
		1970	1976	1976/1970	1970	1976	1976/1970	1970	1976	1976/1970
0	No. of products ^{b/} Imports from world Mill.\$ Imports from DC, Mill.\$ Market share (per cent)	69 24749 29 0.1	71389 122 0.2	2.9 4.2 0.2 ^{a/}	44 18467 62 0.3	48833 701 1.4	2.6 11.3 2.1 ^{a/}	2 985 4 -	2447 171 7.0	2.7 .. 11.0 ^{a/}
1 - 5	No. of products ^{b/} Imports from world Mill.\$ Imports from DC, Mill.\$ Market share (per cent)	15 1393 21 1.5	3968 15 0.4	2.9 0.7 -0.2 ^{a/}	149 47497 780 1.6	126902 3212 2.5	2.7 4.1 3.1 ^{a/}	35 13953 458 3.5	37690 2724 7.2	2.7 59 9.5 ^{a/}
6 - 10	No. of products ^{b/} Imports from world Mill.\$ Imports from DC, Mill.\$ Market share (per cent)				5 1252 91 7.3	3205 72 2.2	2.6 0.8 -1.0 ^{a/}	9 1339 88 6.6	4115 324 7.9	5.1 3.7 8.5 ^{a/}
11 - 20	No. of products ^{b/} Imports from world Mill.\$ Imports from DC, Mill.\$ Market share (per cent)				2 826 148 17.9	1935 55 2.9	9.3 0.4 -3.4 ^{a/}	6 1196 141 11.8	4050 389 9.6	3.4 2.8 8.7 ^{a/}
21 - 30	No. of products ^{b/} Imports from world Mill.\$ Imports from DC, Mill.\$ Market share (per cent)				1(5152) 4 1 ..	15 - ..		1(5713) 17 5 ..	46 4 ..	
31 - 50	No. of products ^{b/} Imports from world Mill.\$ Imports from DC, Mill.\$ Market share (per cent)	1(7312) 2 1 ..	6 - ..							
51 - 100	No. of products ^{b/} Imports from world Mill.\$ Imports from DC, Mill.\$ Market share (per cent)	1(7315) 5 3 ..	10 - ..							
Total	No. of products ^{b/} Imports from world Mill.\$ Imports from DC, Mill.\$ Market share (per cent)	86 26149 54 0.2	75373 137 0.2	2.9 2.5 0.2 ^{a/}	202 58046 1082 1.6	180888 4040 2.2	2.7 3.7 2.6 ^{a/}	53 17430 696 4.0	48348 3612 7.5	2.8 5.8 9.4 ^{a/}

Source: Special tabulations by the UNCTAD secretariat.

a/ Share of developing countries in the increment in developed market-economy countries' imports from the world in 1970 to 1976.

b/ For exceptional cases the SITC four-digit code is shown within brackets.

Table 8

and market-economy countries from world and from developing
developing countries' market shares in 1970 and 1976
dollars, percentages and ratios

in 1976 (per cent)														
11 - 20			21 - 30			31 - 50			51 - 100			Total		
1970	1976	$\frac{1976}{1970}$	1970	1976	$\frac{1976}{1970}$	1970	1976	$\frac{1976}{1970}$	1970	1976	$\frac{1976}{1970}$	1970	1976	$\frac{1976}{1970}$
1(6952)												116		
15	29	1.9										44196	122698	2.8
-	5	..										95	999	10.5
-	15.6	35.2 ^a										0.2	0.8	1.2 ^a
	4			2								205		
1533	2195	1.7	430	1544	3.6							64606	172297	2.7
17	313	19.0	10	335	33.2							1286	6599	5.1
1.2	14.3	34.4 ^a	2.3	21.7	29.2 ^a							2.0	3.8	4.9 ^a
	12			2					1(6511)			29		
4851	15832	2.9	163	723	4.4				19	145	..	7604	22020	2.9
394	2165	5.5	13	173	13.3				2	96	..	588	2830	4.8
8.2	15.7	19.7 ^a	8.0	23.9	29.6 ^a				..	..	..	7.7	12.9	15.6 ^a
	5			12			11					27		
633	1387	2.2	3813	11122	2.9	27	79	..				6495	18573	2.9
109	239	2.2	516	2785	5.4	4	32	..				918	5000	5.4
17.2	17.2	17.2 ^a	13.5	25.0	31.0 ^a	..	..	..				14.1	18.8	21.4 ^a
	4			8			9		1(6531)			24		
310	742	2.4	3125	8128	2.6	5851	20065	3.4	128	351	2.8	9435	29345	3.1
72	124	1.7	796	2100	2.6	1444	7633	5.3	38	181	4.7	2356	10042	4.3
23.1	16.7	12.0 ^a	25.5	25.8	26.1 ^a	24.7	38.0	43.5 ^a	29.7	51.6	64.1 ^a	25.0	34.2	38.6 ^a
	1(6554)			1			8					11		
51	114	..	19	48	..	1064	3048	2.9				1116	5216	2.9
12	15	..	7	13	..	357	1217	3.4				377	1245	3.3
..	..	..	..	..	..	35.5	39.9	43.5 ^a				33.8	38.7	41.5 ^a
							2			7		10		
						757	1333	1.8	1241	2995	2.4	2003	4338	2.2
						486	642	1.3	828	2005	2.4	1317	2647	2.0
						64.2	48.2	27.1 ^a	66.8	66.9	67.1 ^a	65.8	61.0	57.0 ^a
	27			25			20			9		422		
153	18297	2.6	7550	21565	2.9	7699	24525	3.2	1388	3491	2.5	135415	372487	2.7
604	2861	4.7	1342	5406	4.0	2291	9524	4.2	868	2282	2.6	6937	27862	4.0
8.4	15.6	20.3 ^a	17.8	25.1	29.0 ^a	29.8	38.8	43.0 ^a	62.5	65.4	67.1 ^a	5.1	7.5	8.8 ^a

16. At the other end of the scale are the 45 products with an initial market share of more than 20 per cent. These are the products in which the developing countries' comparative advantages so far have been revealed. However, they accounted in 1970 for merely 9 per cent of the developed market-economy countries' total imports of manufactures, a proportion which by 1976 had increased slightly to 10 per cent. The revealed comparative advantages of the developing countries were also strengthened between the two years as witnessed by the increase in the average market share from 32 per cent to 38 per cent. ^{2/}

17. For 56 products the developing countries' initial market share was between 6 per cent and 20 per cent. These products accounted in 1970 for about 10 per cent of the developed market-economy countries' total imports of manufactures and in 1976 for about 11 per cent. The share of developing countries in these imports increased from about 11 per cent to about 16 per cent. ^{3/}

18. As can be seen from table 8, imports of manufactures into the developed market-economy countries from the world increased at about the same rate between 1970 and 1976 - irrespective of the developing countries' initial market share - with one exception, namely products in which the developing countries had an initial market share of over 50 per cent. For all these categories, except the last one, the developing countries increased their market share.

^{2/} Twenty-one of the 45 products are listed in table 5.

^{3/} From table 8 it can be inferred that developing countries achieved the fastest export growth in manufactured products for which their initial market share was relatively small:

Developing countries' initial market share (per cent)	Imports into the developed market-economy countries between 1970 and 1976 from	
	World	Developing countries
	Ratio: 1976 over 1970	
0 - 5	2.7	5.5
6 - 20	2.9	4.2
21 - 100	2.9	3.4
Total	2.7	4.0

19. According to table 8, 126 products moved to a higher market-share class between 1970 and 1976, while 255 remained in the same class and 41 fell to a lower one. Among those products that lost market share one is listed in table 5, namely SITC 8930 (articles of plastics). The decline in the market share for that product was, however, very small and exports from developing countries to developed market-economy countries increased over the period by \$209 million. Other products with a market-share loss and in which developing country exports in 1970 had reached at least \$10 million are shown in table 9.

20. Among the 126 products with a market share increase between 1970 and 1976 - according to table 8 - 30 belong to the group of 50 major products shown in table 5. Among the 96 others, 45 with an export value of at least \$20 million in 1976 are listed in table 10. A scrutiny of that table reveals that, for the developed countries, it is no longer realistic to treat imports of manufactures from developing countries as consisting merely of labour-intensive or resource-intensive products. Increasingly, both capital-intensive and technology-intensive products appear among the exports of manufactures from developing countries.

Table 9

Eleven manufactured products (SITC 4-digit sub-group)
in which developing countries lost market shares
between 1970 and 1976 and of which developing
countries' exports to developed market-economy
countries surpassed 10 million dollars
in 1970

SITC	Description	Export value		Market share	
		1970	1976	1970	1976
1121	Wine of fresh grapes	142.0	51.5	18	3
5127	Nitrogen-function compounds	35.7	22.0	6	1
4515	Hormones	31.2	43.7	25	14
5132	Chemical elements n.e.s.	27.3	21.0	10	4
6514	Cotton yarn, bleached, dyed	21.4	47.1	21	19
6318	Wood simply worked n.e.s.	19.5	53.3	14	9
6113	Calf leather	16.9	28.9	23	17
6714	Ferro-manganese	13.6	7.5	10	2
6612	Cement	13.5	14.3	13	7
0554	Flour of fruit, vegetable	11.8	15.1	30	13
5135	Metallic oxide for paints	11.4	14.3	7	4

Source: Special tabulation by the UNCTAD secretariat

Table 10

45 manufactured products for which developing countries' market share increased by at least one class (according to table 8) and which in 1976 reached an export value of at least 20 million dollars

SITC (1)	Description (2)	Value of DC exports Million dollars		Market share	
		1970 (3)	1976 (4)	1970 (5)	1976 (6)
5511	Essential oils, resinoids	52.6	115.3	30	33
1124	Distilled alcoholic beverages	47.0	104.0	5	7
6712	Pig iron, incl. cast iron	61.0	101.6	17	23
8960	Works of art, etc.	23.7	95.4	5	7
6972	Base metal domestic utensils	19.3	93.3	9	14
6556	Cordage and manufactures	22.1	91.8	23	38
8992	Brooms, plaited products	10.2	90.0	14	22
6783	Iron, steel tube, pipe n.e.s.	6.8	86.4	1	6
7231	Insulated wire, cable	13.4	86.4	3	10
8614	Cameras, still, flash app.	6.5	82.4	2	9
8642	Clocks, clock parts	3.4	81.5	1	12
6960	Cutlery	15.1	73.5	6	12
7349	Aircraft parts, etc.	3.2	70.9	0	3
6327	Wood manufactures, domestic etc.	16.5	70.3	17	25
5133	Inorganic acids, etc.	6.6	65.0	6	19
5612	Chem. phosphate fertilizer	12.4	59.6	17	27
7192	Pumps, centrifuges	5.7	51.9	0	1
5413	Antibiotics	10.4	53.0	4	7
8912	Sound recording tape, discs	8.9	53.2	3	6
0722	Cocoa powder, unsweetened	7.3	46.6	20	27
6743	Iron steel sheets, thin uncoated	5.5	46.1	0	2
6123	Prepared parts of footwear	5.9	43.3	9	22
5613	Chem. potassic fertilizer	15.0	43.4	5	6
5414	Vegetable alkaloids and derivatives	9.3	43.0	9	12
6130	Fur skins, tanned dressed	8.9	42.2	5	9
7292	Electric lamps, bulbs	5.2	41.6	2	6
5328	Other wood manufactures	12.7	40.9	10	11
8415	Headgear	6.4	38.9	6	17
7191	Heating, cooling equipment	1.6	38.6	0	2
6540	Lace, ribbons, tulle	7.7	37.8	4	10
0551	Vegetables dried, excl. legumes	13.6	37.4	19	21
6423	Exercise books	1.5	36.2	3	23
8991	Carved, moulded goods	4.2	32.5	15	41
6911	Structures, parts, iron and steel	1.3	30.9	0	3
6981	Springs and leaves	1.0	29.0	1	9
7141	Typewriters, cheque-writers	0.4	28.7	0	5
6416	Fibreboard of wood etc.	4.9	28.3	4	14

Table 10 (cont'd)

(1)	(2)	(3)	(4)	(5)	(6)
0620	Sugar preps., non-chocolate	3.2	24.6	3	6
6941	Steel, copper nails, etc.	1.0	24.5	1	8
8993	Candles, matches etc.	5.2	24.3	4	6
7198	Other machines, non-electric	2.3	24.2	0	1
7116	Gas turbines, non-aircraft	0.6	23.1	1	7
7197	Ball, roller bearings	0.5	22.2	0	2
6613	Building stone, worked	1.6	20.5	1	7
6665	Coarse ceramic houseware	1.6	20.1	1	6